

LANDIS REFINING CO., INC.

ASSAYERS & REFINERS
POST OFFICE BOX 1007
HAMPTON BAYS, N.Y. 11946

Postal Regulatory Commission
901 New York Avenue NW, Suite 200
Washington, DC 20268-0001

Dear Postal Regulatory Commission,

Our business relies heavily on First Class Package Service. Currently we bulk mail over 4,500 parcel pieces, 7,000 postcards, and hundreds of single parcel mailings a week, 51 weeks out of the year. We spend roughly \$400,000 a year on postage alone notwithstanding our other costs of doing business. The proposed 50% increase on First Class Package Service will have serious negative effects on our ability to conduct our business.

We have worked diligently to keep up with the ever changing requirements and price increases the postal service has implemented over the years. We have spent thousands of dollars on a computer/software technician to develop software to meet your requirements for bar-coded parcel mailings, first class parcel mailings, and postcard mailings. We have had to redesign our BRM labels to MRS labels, spending more time and money working on those changes. We have tied up hundreds of man hours from our office staff dealing with the intricacies of continual postal requirement changes.

We even recently ran up against a problem with our bulk mailing only to learn, after spending more time and money working with our software technician, that the problem was an internal postal service issue. And the local district office had the nerve to try and hit us with a \$0.15/piece surcharge until we resolved the problem which went on for over a month.

There are postal price increases almost every six months. We recently had a price increase in May, which we were not notified about until after the fact. We are a small business employer with eleven employees. We are the largest client of our local post office and these increases are making it hard for us to function.

The proposed 50% increase will almost double our mailing costs creating a financial strain on our business with no recourse after we have already spent thousands of dollars trying to minimize our mailing costs under the current requirements. The proposed increase will also require our software technician to have to make drastic changes to our mailing software which will cost us more money. How can you expect small businesses like ours to survive if at a minimum we are at the mercy of continual postal price increases?

Not only are the continual price increases unsustainable but the continual changes in mailing requirements continue to plague us monetarily and drain personnel resources. Please oppose this postal increase.

Sincerely,

Janice Cornell Landis

Secretary/Treasurer